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# AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE BUREAU OF AGRICULTURAL ECONOMICS,  
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## DAIRYMEN'S LEAGUE BUYS AND SELLS MILK DISTRIBUTING BUSINESS

Announcement was made by the Dairymen's League Cooperative Association, Inc., New York City, under date of January 23, that it had purchased the property and business of the Empire State Dairy Company, the third largest retail milk distributing concern in Greater New York. The contract was signed on January 26 and on the 31st the business passed into the hands of its new owners. Six city milk plants and fifteen country milk plants were included in the transaction. On February 3 it was announced that the city milk plants of the Empire business had been sold to the Borden Farm Products Company, Inc., which has the largest milk distributing business in Greater New York. The increase of fifteen in country plants gives the association 142 owned plants, in addition to which it is operating 31 leased plants.

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## COOPERATIVE SELLING UNDERTAKEN BY CREAMERIES ASSOCIATION

Plans of the Minnesota Cooperative Creameries Association, St. Paul, Minn., for the year 1924, center around the cooperative selling of butter. At present 310 creameries have signed the agreement to sell their output through the association for two years, and it is expected that practically all the rest of the 450 member creameries will join in the marketing program as rapidly as the plan can be presented to their boards of directors. The program of the sales department is to secure contracts for the year and then gradually take over the butter to fill the contracts. All butter sold cooperatively will be graded and certified by the association. This work is being started with the utmost care, the product of only a few creameries being handled at the outset. Other creameries which have signed the marketing agreement are requested to keep on selling their butter as heretofore until it is called for by the association.

Two types of butter are made, sweet-cream butter and ripened-cream butter, and a trade name is to be selected for each type. Efforts are being made to impress each milk producer and each buttermaker with the importance of great care and perfect cleanliness in every step of the process from care of the cows to packing the butter.

Sales offices are maintained in New York, Philadelphia, and Chicago.

POOR MILK TO BE REJECTED BY TWIN CITY MILK PRODUCERS

Milk which grades poor in the tests for sediment and acidity is to be rejected hereafter by the Twin City Milk Producers, St. Paul, Minn. Any member delivering such milk will receive a notice that his milk is unfit for human food and that another test will be made in a few days. If the second sample also tests poor the milk will be rejected until such time as the producer can convince the officers that he has changed conditions so as to produce good milk. This action by the officers was taken as a result of instructions from members to do everything in their power to improve the quality of the milk, as a matter of justice to the public and to the members who produce good milk.

During the month of December 3,960,266 pounds of milk were manufactured into butter, cheese and other products. This was the largest surplus ever handled. The December price for 3.5 milk was \$2.50 per hundred. Expenses amounted to 22¢ per hundred.

Milk delivered in 1923 amounted to 215,035,772 pounds, as compared with 158,884,891 in 1922. Sales to distributors totaled 140,010,056 pounds in 1923 and 116,751,538 in 1922. The average price paid for butterfat was 51.85¢. The association has approximately six thousand members.

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SECOND NATIONAL COOPERATIVE MARKETING CONFERENCE

Among those scheduled to take part in the Second National Cooperative Marketing Conference, Washington, D. C., February 7, 8 and 9, 1924, were the following: Hon. Henry C. Wallace, Secretary of Agriculture; Robert W. Bingham, Chairman, National Council of Farmers' Cooperative Marketing Associations; Hon. Arthur W. Capper, U. S. Senate; Hon. Frank O. Lowden; Chairman, National Wheat Growers' Advisory Committee; James C. Stone, President, Burley Tobacco Growers' Cooperative Association; Carl Williams, President, American Cotton Growers' Exchange; Thomas E. Wright, General Manager, New York Canning Crops Cooperative Association; Oliver Sands, Executive Manager, Tobacco Growers' Cooperative Association; R. E. Cooper, General Manager, Dark Tobacco Growers' Cooperative Association; A. E. Rule, General Manager, Federated Fruit and Vegetable Growers, Inc.; George A. Duis, President, North Dakota Wheat Growers' Association; C. O. Moser, Secretary, American Cotton Growers' Exchange; Miss Verma Elisinger, Director, Local Service Work, Burley Tobacco Growers' Cooperative Association; L. F. McKay, Director of Information, American Cotton Growers' Exchange; O. M. Kile, Agricultural Economist; Samuel R. Guard, Director, Sears-Roebuck Agricultural Foundation; Dan A. Wallace, Editor, The Farmer; Robin Hood, Information Department, National Wheat Growers' Advisory Committee; Harold A. Ruby, Editor, the Tobacco Planter.

The program arranged for the conference provided for sectional meetings relative to the marketing of wheat, cotton, tobacco, potatoes, canning crops, cabbage, and fruit, also relative to field service, education and publicity, and accounting.



ONLY DEDUCTIONS AUTHORIZED CAN BE MADE

In the case of *Silveira v. Associated Milk Producers*, 219 Pac. 461, recently decided by the District Court of Appeals of California, it was held that the cooperative association could only make such deductions from the proceeds derived from the sale of milk of members as were specified in the marketing contract.

The plaintiff brought suit against the Associated Milk Producers for the purpose of recovering the balance which he claimed was due him by it on account of the sale of his milk. The association claimed that the amount of money in controversy had been deducted by it from the proceeds derived from the proceeds of plaintiff's milk for the purpose of building a milk plant costing \$125,000, and for the purpose of buying an interest in a certain dairy company at a cost of \$150,000, which it planned on using as a marketing agency. The only language in the marketing contract having a bearing on the matter under discussion is the following:

. . . . . he is to be paid for all milk shipped on the preceding month, less freight charges from the point of shipment thereof to San Francisco aforesaid, and the association's charges for marketing said milk, which marketing charge shall in no case exceed 15 cents per hundred pounds.

The board of directors of said association is hereby given full power to fix the price of said milk from time to time, and the association hereby agrees to market all of said milk at the prices so fixed by its said board of directors.

For all milk furnished in excess of the maximum amount above set forth, producer shall receive monthly, as above specified, the prevailing butter fat price received therefor by the association, less freight charges and less whatever expenses may be incident to the handling, manufacture and sale thereof by the association.

The court held that the contract did not authorize deductions beyond 15 cents per hundred pounds for any purpose. With respect to this matter the court said:

In this particular case the contract was reduced to writing. On its face it purports to enumerate the monies which the defendant might deduct from the sale price of milk. It does not even purport to provide fund for purchasing lots and buildings, nor for the purpose of purchasing agencies for distribution, except as such distribution cost may be covered by the 15-cent charge, nor does the contract purport to cover the contingency of an excessive supply of milk excepting as that matter may be covered by the same provision in the contract.

These elements may not be added by interpretation. That is a misnomer. Instead of interpretation such an attempt would be to vary the terms of a written instrument, as the trial court properly held.

The court pointed out that there was no provision in the by-laws of the cooperative association that was in conflict with the contract. This case emphasizes the importance of having the marketing contract cover clearly the entire subject of deductions. The fact that it appears necessary or advisable to make deductions other than those specified in a contract will not authorize the making of them without the consent of the producers affected.

L. S. Hulbert.

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#### SUPPLY OF MAPLE PRODUCTS EXHAUSTED JANUARY FIRST

"Practically sold out on January first" is the report of the Vermont Maple Products Cooperative Exchange, Essex Junction, Vt., concerning the 1923 crop of syrup. Small quantities are now being purchased to fill orders and hold the trade until the new syrup comes on the market. Payments up to the present time have amounted to \$1.15, \$1.00 and \$.85 for the three grades, with the prospect of another payment at the end of the business year. Sales have amounted to more than \$50,000.

During 1923 the exchange was obliged to take over the plant of the company which had packed the product the previous year. Many difficulties were encountered and the management realizes that the present overhead is higher than the volume of business ought to stand, however, it seems best to keep on with the present arrangement and to try to increase the volume of business. It is hoped that the exchange will be able to make initial advances of \$1, \$.85, and \$.75 per gallon this season.

As a result of experience the management has decided that the retail marketing of a large quantity of syrup or sugar direct to the consumer is not a success, although a limited quantity can be marketed in that way at good prices. Shipments have been made to all parts of the United States and to England and France.

The chief means of advertising during the past year has been through exhibits and advertising sales at various fairs, expositions and shows. Nine of these advertising sales were carried on during the past season, the most successful being at the Eastern States Exposition at Springfield, where the sales for the seven days amounted to nearly \$11,000. These sales are considered valuable advertising even if some fail to show an actual profit, as they result in large orders from retail dealers and usually in repeat orders and permanent business. As a net profit of \$1,000 was derived from advertising sales last year it was considered the cheapest form of advertising.

HANDLED LESS PRODUCE WITH GREATER RETURNS

Although but 87% as many packages were handled in 1923 as in 1922, the Eastern Shore of Virginia Produce Exchange, Onley, Va., reports an increase in total sales of \$2,438,875 or 26.5%. The expenses of the exchange for 1923 were \$389,455 which was but 3.3% of the total sales. Nearly \$46,000 was earned as profits. With the closing of the business year, December 31, provision was made for the payment of patronage dividends to growers to the amount of \$31,912. Capital stock outstanding at the end of the year amounted to \$29,100 and the credit balance in the surplus fund was \$276,304.

The produce handled during 1923 consisted of the following: white potatoes, 1,731,660 barrels; sweet potatoes, 705,620 barrels; strawberries, 105,225 crates; cabbage, 122,557 crates; onions, 95,873 crates; miscellaneous packages, 47,221. Collective purchases were made for the members to the amount of \$229,605. Goods purchased were: seed, \$40,875; hampers, \$4,923; and covers, \$183,807.

Figures representing the activities of the exchange during the last ten years are given in the following table:

Year	Number of : Packages : Handled	Total Sales	Amount of : Patronage : Dividends	Balance in : Savings Account : Dec. 31
1914	2,489,955	\$ 5,393,942	\$46,612	\$155,098
1915	2,995,151	3,395,082	none	136,948
1916	3,122,970	6,971,786	56,521	193,550
1917	2,852,150	10,832,571	45,178	230,189
1918	1,884,795	5,690,426	21,628	241,317
1919	2,932,327	13,081,545	61,127	294,672
1920	2,937,734	19,269,890	none	247,085
1921	2,853,142	9,156,972	43,276	246,814
1922	3,212,150	9,199,925	38,613	265,013
1923	2,808,256	11,638,801	31,912	276,304

Potato shipments during the last four years have amounted to over ten million barrels, as follows:

Year	White : Potatoes : (Bbls.)	Sweet : Potatoes : (Bbls.)	Total : (Bbls.)
1920	1,929,220	828,920	2,758,140
1921	1,774,214	709,988	2,484,202
1922	2,022,457	816,593	2,839,050
1923	1,731,660	705,620	2,437,280
Total	7,457,551	3,061,121	10,518,672

Over 71% of the total potato shipments have been white potatoes.



PROGRESS REPORTED BY ARIZONA DAIRY PRODUCERS IN 1923

The annual financial statement of the Arizona Dairy Producers, Phoenix, Ariz., shows total receipts for the year ending December 31, 1923, of \$8,852, nearly all of which was derived from 1/2¢ deductions on dairy products handled. Disbursements amounted to \$5,808, of which \$4,144 went for salaries. A deficit of \$1,936 at the beginning of the year was wiped out and the year closed with a small credit balance.

Efforts are being made to reduce expenses and it is found that one of the largest items is the cost of hauling. Some system will be devised to reduce this item. Losses of cans have resulted in heavy expense and a system of checking is to be introduced and drivers will be required to make a can report each day.

On the first of December 200 patrons were delivering milk and cream. During the month 85 more began delivering and January first there were 17 more, making over 300 delivering to the two plants operated by the association.

The plan for deducting 60¢ per cow to secure working capital has been abandoned and other means of obtaining funds adopted.

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ALMOND GROWERS HAVE DELIVERED SEVEN THOUSAND TONS

About 7,000 tons of almonds had been delivered to the California Almond Growers' Exchange, San Francisco, Calif., on January 10, according to the report of the manager to the growers. The report further states that a large part of the crop is of inferior quality, many nuts being shrivelled and shrunken. Practically all of the off-grade nuts still remain unsold. Another difficulty results from the large number of varieties, about 120 different varieties and qualities being reported, with no demand for the miscellaneous varieties which are unknown to the trade, until after all the standard varieties are cleaned up.

A second advance of 3¢ a pound was made on Nonpareils early in January, also a second advance of 2¢ on Peerless. The exchange is without debt of any character. All advances made by banks have been paid in full, and all materials and supplies purchased have been paid for, and the exchange is in excellent financial condition at present.

Plans for the manufacturing department, with the installation of machinery for canning, blanching and salting almonds, were laid aside at the beginning of the 1923 shipping season in order to handle the orders for shelled almonds in bulk. Nut shellers have been placed and are proving efficient and satisfactory. Other machines for use in processing the nuts are being installed.

Shelling operations are expected to require about sixty days more. Pools will be closed and final settlements made as rapidly as the closing of individual pools will permit.

The membership now stands at 3,338, a gain of 340 since April 1, 1923.



### COOPERATIVE SELLS OVER SEVENTEEN MILLION EGGS

Sales of the Atlantic Coast Poultry Producers' Association, New York City, amounted to \$739,830 in 1923. The number of dozens handled was 1,682,171 through the sales room, and 325,622 dozen sold direct by the members. In 1922 the association sold for its members 1,417,584 dozen eggs.

At the close of 1923 the membership numbered 558, controlling the product of about 320,000 hens.

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### TENNESSEE WOOL MARKETED COOPERATIVELY FOR FIVE YEARS

Cooperative marketing of wool has been carried on for five consecutive years in Tennessee under the direction of specialists of the State College of Agriculture. Earnest efforts have been made to convince the growers that it paid to prepare their wool for market according to approved methods and to sell it cooperatively. The past year demonstrations of the best methods of shearing sheep and preparing the fleeces for the market were given in thirteen counties. The results of instructions were observed in the wool sales, as the fleeces were tied better, contained less foreign matter, and a larger percentage of the wool was sacked in regulation burlap bags.

Thirty-two sales were conducted in 1923, and 248,308 pounds of wool was consigned by 1,586 farmers from 34 counties. The sales were arranged in a series which was announced in the press and schedules of which were sent to all wool merchants in eastern states and to the woolen mills of Tennessee. Grades averaged higher than in previous years, giving evidence of improved methods of handling and preparation. Prices realized ranged from 50.53¢ to 36.79¢, with an average for all grades of 47.9¢ per pound.

It is estimated that the saving to growers by selling their wool cooperatively through the pools was at least .5¢ per pound, a total of \$12,405 for the season. About 100,000 pounds was sold to woolen mills in the state, and the remainder was bought by merchants in Kentucky and Maryland.

The increase in interest in this method of selling is shown in the following table which shows the number of counties participating in the sales as well as the volume of business for the past five years:

Year	:	Number of	:	Amount of	:	Value
	:	Counties	:	Wool Sold	:	
	:		:	(Lbs.)	:	
1919	:	8	:	31,337	:	\$ 16,194
1920	:	15	:	92,750	:	33,557
1921	:	12	:	123,031	:	22,747
1922	:	16	:	135,877	:	51,475
1923	:	34	:	248,308	:	118,932

COTTON ASSOCIATION DECIDES TO ORGANIZE LOCAL UNITS

At a recent meeting of the directors of the Arkansas Cotton Growers' Cooperative Association, Little-Rock, Ark., the organization of local units of the association was authorized; following a report of a committee previously appointed to investigate the plan. These units, which will be largely social in character, are expected to be an important factor in building up and maintaining the morale of the membership.

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CABBAGE AND POTATO GROWERS OF NEW YORK TO ORGANIZE

Volume I, No. 1, of the Cabbage and Potato Cooperator, dated Rochester, N. Y., January, 1924, has recently appeared as the official organ of the general organization committee of cabbage and potato growers of New York State. The first move for a state-wide organization was made in April, 1923, when the Empire State Potato Growers' Cooperative Association, Inc., called a meeting of growers in Rochester. This meeting was attended by more than 400 farmers and resulted in the selection of a large and representative committee of the cabbage and potato growers to work out a program and report at a later meeting. A second meeting was held at Syracuse, November 28, at which time an executive committee was appointed, also a committee to make arrangements to start the membership campaign as soon as possible. Fifty per cent of the commercial acreage is to be the goal.

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CONTRACT BREAKERS EXPELLED BY RICE GROWERS' ASSOCIATION

Two members of the Arkansas Rice Growers' Cooperative Association, Stuttgart, Ark., were expelled from membership at a recent meeting of the board of directors, because of violation of their contracts. One man was a director of the association. Action was taken on a petition from growers in the district which he represented that he be expelled from the board of directors and also from membership in the association. Following the admission of said member that he had sold his rice to an outside mill without permission, a resolution was adopted by the board expelling him as a director and as a member of the association. His contract and membership certificate were duly cancelled and a formal notice in writing was sent to him. Similar action was taken on a petition from another district regarding a member who had broken his contract. The contract and membership of this member were also cancelled and he was forever barred from membership in the organization.

BIG TURNOVER BY CANADIAN COOPERATIVE

With a turnover of \$53,332,962 during the year ending August 31, 1923, the United Grain Growers, Ltd., Winnipeg and Calgary, Canada, earned a profit of \$532,171, which was equal to 12-3/4% on the paid-up capital and surplus of the company. The gross income from grain storage, handling of livestock and farm supplies, and from investments, was \$2,766,700. Expenses, consisting of wages, local and terminal elevator expenses, handling and selling expenses on livestock, and office and administration expenses, amounted to \$1,553,490. Fixed charges, consisting of depreciation, insurance, taxes, rentals, interest, exchange and bad debts, amounted to \$681,038. The current assets of the company on August 31 were \$4,407,846, and current liabilities but 31.4% of this amount. Capital assets amounted to \$4,153,471, of which the largest single item was \$3,649,507 for elevator buildings, machinery, warehouses and equipment. The total reserves of the company were \$2,470,970, including \$1,270,136 for depreciation reserve. An 8% dividend was paid on capital stock, amounting to \$225,448.

The financial history of the company during the six years since the consolidation of the Grain Growers' Grain Company, Ltd., and the Alberta Farmers' Cooperative Elevator Company, Ltd., September 1, 1917, is clearly indicated by the figures in the following table compiled from the report of the United Grain Growers, Ltd., for 1923.

Year ending	Shares of	Paid-up	Profits
August 31	Capital Stock	Capital Stock	
	Allotted		
1918	115,642	\$2,159,763	\$441,760
1919	119,688	2,415,135	148,549
1920	125,208	2,603,547	463,675
1921	128,216	2,765,685	233,743
1922	128,635	2,810,561	118,350*
1923	128,804	2,821,305	532,171
*Loss			

Annual expenses of the company for the last four years have varied from over two million dollars to three and one-half million, as shown below:

Year	Total Expenses
1919-20 . . . . .	\$2,963,931.64
1920-21 . . . . .	3,506,934.75
1921-22 . . . . .	2,545,644.05
1922-23 . . . . .	2,234,528.44

An illustration of the ups and downs of the grain business is given in the following figures showing the number of bushels of grain handled each year since 1907 by the United Grain Growers, Ltd. and its predecessors. The yearly changes can perhaps be noted best by the



index numbers in the right hand column of the table. In calculating these index numbers the number of bushels handled in 1913 was used as 100%. These figures are exclusive of the grain handled by the terminals and the exporting companies, which in 1923 was 26,000,000 bushels.

Year	Grain Growers' : Grain Company, Limited	Alberta Farmers' : Cooperative Elevator Company, Limited	Total : (Bushels)	Index : Numbers (1913=100)
1907	2,340,000			7.8
1908	4,990,541			16.6
1909	7,643,146			25.5
1910	16,332,645			54.5
1911	18,845,305			62.9
1912	27,775,000			92.6
1913	29,975,000			100.0
1914	29,920,225	3,774,395	33,694,621	112.4
1915	18,821,402	5,039,100	23,860,502	79.6
1916	48,375,420	19,320,556	67,695,976	225.8
1917	27,722,552	16,375,533	44,097,885	147.1
	<u>United Grain Growers, Limited</u>			
1918	29,879,672			99.7
1919	22,203,007			74.1
1920	24,503,237			81.7
1921	36,581,371			122.0
1922	31,545,776			105.2
1923	32,941,656			109.9

In the table below are given figures showing the activities during the past four years of the livestock department opened in 1913:

Year	Cars : Handled	Animals Handled			Value
		Cattle	Hogs	Sheep	
1919-20	5,654	103,624	58,219	18,605	\$9,552,227
1920-21	6,065	115,681	52,635	24,377	7,323,489
1921-22	5,254	89,224	79,890	17,099	4,733,814
1922-23	6,850	124,743	145,443	16,098	6,428,359

In his report for 1923 the general manager makes the following comment regarding the cooperative marketing of livestock: "Year by year the percentage of livestock sold outright in the country decreases as more farmers realize the importance of getting all the market will give for their stock."

A cattle pool was conducted during the period extending from February 15 to June 30, 1923. During this time 11,331 cattle were handled in 17 weekly pools. At first advances were made on animals up to 70% of their appraisal value at time of delivery; later the

advance was for full value. At the close of the season a surplus of \$13,344 was distributed to the shippers who had consigned to the pools. This was an additional payment amounting to 3.11% of the appraised value of the cattle. An export pool was also conducted, shipments being made to Manchester, Birkenhead, Glasgow, Dundee and Antwerp. In commenting on the success of the pool the general manager said: "The sorting of cattle plays a large part in marketing them to advantage, and it should be clearly realized that this is the fundamental factor underlying the pool method of marketing livestock."

The farm supplies department of the company reported total sales for 1923 of \$2,249,597, as against \$2,838,424 for the previous year. These sales which consist largely of flour, feed, wire, twine, coal, and machinery parts, were made from stations at Winnipeg, Calgary, Saskatoon and Regina. The farm-machinery business has been discontinued.

The physical property of the company includes a terminal elevator at Port Arthur, warehouses at Winnipeg and Calgary, 234 county elevators, 237 flour houses, 195 coal sheds, and 6 supply sheds. During the year nine new elevators were built and five were rebuilt. Since August 31 six new elevators have been erected and three destroyed by fire have been rebuilt.

Seats are held by the company on the grain exchanges at Winnipeg, Calgary, Vancouver and Port William. It is a member of the livestock exchanges at St. Boniface, Calgary, Edmonton, and Moose Jaw. It is also a stockholder in the Central Cooperative Commission Association of St. Paul, and of the Vancouver Merchants' Exchange.

Six subsidiary companies have been set up, as follows: the Grain Growers' Export Company, Inc., of New York; the Grain Growers' Export Company, Limited; the Public Press, Limited; the Grain Growers' Guide Publishing Company; the United Grain Growers' Securities Company; and the U. G. G. Sawmills, Limited.

During the past year the operations of both export companies resulted in a loss. However, both companies had available reserves sufficient to meet these losses and were not obliged to call upon the parent company for assistance. An interesting development is the shipment of grain from the port of Vancouver to foreign markets. As this port has the advantage of being open the year round, it is believed that shipments will increase from year to year. A reduction in freight rates from Alberta to Vancouver is already having a noticeable effect.

The Public Press, Ltd., publishes the Grain Growers' Guide, the official organ of the company. A profit was realized from the combined operations of the two publishing companies for the year.

Insurance is the chief function of the securities company, the land commission business being abandoned. Practically all the insurance on the various properties of the company is written through this company which has a connection with one of the largest insurance companies of the world.

On August 31, 1923, the United Grain Growers, Limited, had a membership of 35,880, and was operating elevators at 160 points in Alberta, 43 in Saskatchewan, and 126 in Manitoba, 123 of which were leased.



TOBACCO ASSOCIATION SELLING ITS 1922 CROP

According to its financial statement, dated December 31, 1923, the net worth of the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky., on that date was \$6,025,032. Tobacco of the 1922 crop still on hand was valued at \$7,302,600. This sum taken with the sales of 1922 tobacco showed a total of \$25,062,635. The expense of grading, storing and warehousing the 1922 crop amounted to \$1,420,446; general expense, \$666,516; publication of the Tobacco Planter, \$15,206. Growers have been advanced \$17,264,282 on the 1922 crop.

Tobacco of the 1923 crop to the value of \$585,258 has been received and growers have been given advances to the amount of \$230,490.

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NEW SOUTH WALES PLANNING METHODS OF FINANCING WHEAT POOL

At the annual conference of the Farmers and Settlers' Association of New South Wales, in August, as reported by the United States consul, it was pointed out that while the Australian Government had guaranteed the voluntary wheat pools for the 1923-4 season, the determination had been expressed that this pool was to be the last, consequently the wheat growers should plan some measures for self help and some methods of raising funds to form the basis of bank guarantees for future pools. The plan prepared by a subcommittee was as follows:

1. That a wheat corporation be formed with a nominal capital of £ 500,000.
2. That growers be asked to subscribe this capital by the payment of 1d. per bushel on all wheat sold.
3. That this subscription be continued until the necessary capital is realized.
4. That £1 shares be issued to subscribers to cover the amount subscribed, upon which interest shall be allowed.
5. The general public may be allowed to subscribe to the capital of the company.
6. The capital shall be invested in interest bearing securities.
7. The first board of directors to be the Voluntary Wheat Board.

Wheat received by the New South Wales Voluntary Pool for the 1922-23 season amounted to 11,650,523 bushels; the Western Australia Cooperative Pool received 9,349,114 bushels, representing 84% of the estimated yield for that state. Growers have received 4s. per bushel, less freight, and the final distribution is expected to be about 10-1/2 pence per bushel, while the handling charges will be 2.634 pence.

A statement of the accounts of the compulsory wheat pools of Australia shows for the 1916-17 pool a credit balance of £456,218; for 1917-18 a like balance of £804,982; for 1918-19, £684,922; for 1919-20, £486,598; and for 1920-21, £617,597.



GROWTH OF COLLECTIVE LIVESTOCK SHIPPING IN OHIO

The fifty-odd livestock shipping associations which are members of the Ohio Livestock Shippers' Association, Columbus, Ohio, made sales amounting to more than twelve million dollars during the calendar year of 1923. A total of 834,819 head of livestock was marketed. This total was made up of 634,057 hogs; 125,132 sheep; 48,880 calves and 26,750 head of cattle.

The association handled 57,832 more animals in 1923 than in 1922, however; the amount of money received was nearly 7% less. The percentage changes for 1923 as compared with 1922 for the different kinds of animals were, hogs, an increase of 11.2% for 1923; cattle, an increase of 9.3%; calves, an increase of 5.1%; sheep, a decrease of nearly 8%.

Since the central association began compiling statistical information early in 1921, over two million animals have been shipped by the member associations. The number and percentage of each species is as follows:

Kind	: Number of	: Per Cent
	: Animals	:
Hogs	: 1,509,164	: 74.4
Sheep	: 343,155	: 16.9
Calves	: 110,563	: 5.4
Cattle	: 66,208	: 5.3
Total	: 2,029,090	: 100.0

Of the 46 county associations which made shipments during 1923 the Putnam County association handled the largest number of animals, it having 7,948 head to its credit. Fayette County was second with 7,937 head, and Wyandot County third with 7,847 head. The Putnam County association handled the largest number of hogs, 7,309; the Hardin County association the largest number of sheep, 1,692; and the Fayette County association the largest number of cattle, 403.

Twenty-four of the counties sent a majority of their shipments to Cleveland; 16 to Pittsburgh; 3 to Cincinnati; 2 to Toledo; and one to Buffalo.

The number of shippers, the number of floors of animals shipped, the number of animals shipped, and the amount of the net sales at the central markets for 34 months for which the figures are available, are as follows:

1921	: Number of	: Number of	: Number of	: Market Sales
	: Shippers	: Floors	: Head	: Net
March	: 1,443	: 258	: 18,963	: \$298,674
April	: 2,640	: 441	: 34,786	: 514,564
May	: 2,686	: 460	: 31,982	: 561,494
June	: 1,704	: 543	: 37,170	: 671,453
July	: 1,763	: 346	: 24,244	: 477,297
August	: 2,457	: 374	: 30,633	: 502,258
September	: 4,007	: 694	: 57,141	: 797,275
October	: 4,818	: 760	: 62,686	: 809,916
November	: 5,809	: 845	: 66,841	: 876,633
December	: 4,813	: 686	: 52,838	: 759,945
Total	: 32,141	: 5,406	: 417,284	: \$6,279,539

## 1922

January	: 5,104	: 582	: 44,041	: 712,910
February	: 4,783	: 494	: 35,597	: 727,945
March	: 7,777	: 801	: 62,437	: 1,225,906
April	: 8,854	: 857	: 72,611	: 1,245,619
May	: 8,814	: 924	: 73,321	: 1,370,310
June	: 6,715	: 727	: 54,985	: 1,047,955
July	: 4,791	: 548	: 38,539	: 788,875
August	: 6,492	: 779	: 61,405	: 1,013,923
September	: 6,247	: 810	: 67,872	: 1,100,892
October	: 7,770	: 1,051	: 87,919	: 1,385,529
November	: 8,448	: 1,254	: 99,857	: 1,610,012
December	: 7,804	: 1,041	: 78,403	: 1,353,616
Total	: 83,599	: 9,868	: 776,987	: 13,583,492

## 1923

January	: 7,243	: 842	: 61,572	: 1,160,552
February	: 6,253	: 679	: 51,740	: 903,058
March	: 8,627	: 994	: 80,676	: 1,299,702
April	: 8,067	: 934	: 79,110	: 1,147,777
May	: 8,171	: 951	: 76,239	: 1,162,679
June	: 7,924	: 860	: 66,263	: 913,215
July	: 5,521	: 643	: 47,621	: 748,983
August	: 4,510	: 508	: 38,974	: 625,828
September	: 4,810	: 586	: 47,445	: 746,413
October	: 7,820	: 1,103	: 91,109	: 1,230,630
November	: 7,527	: 1,230	: 97,916	: 1,321,966
December	: 7,948	: 1,236	: 96,154	: 1,412,453
Total	: 84,421	: 10,566	: 834,819	: 12,723,256

CALIFORNIA HOGS SOLD AT LOCAL AUCTIONS

Hogs to the number of 48,711 were sold for \$716,960 by the California Farm Bureau Marketing Association,akersfield, Calif., during the year ending October 1, 1923. These animals were furnished by farm bureau members in seven counties of the state. The record of the sales of this association since its organization October 1, 1918, is indicated by the figures in the following table:

Year Ending October 1	: Number of Auction Sales	: Number of Hogs	: Amount of Sales
1919	: 139	: 39,388	: \$1,316,072
1920	: 195	: 51,849	: 1,467,834
1921	: 181	: 44,733	: 940,256
1922	: 184	: 43,204	: 754,247
1923	: ---	: 48,721	: 716,960
	: :	: :	: :

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LIVESTOCK FIRM SAVES LARGE SUM FOR ITS PATRONS

Operations of the Producers' Livestock Commission Association, East St. Louis, Ill., during the year 1923, resulted in saving more than \$100,000 for the farmers of the St. Louis territory, according to recent statements issued by the company. The largest item of this total is a refund of \$80,000 on commissions, voted recently by the board of directors. The purchase of 598 cars of stockers and feeders, with no commission charge for the service, resulted in a saving of \$10,000; and a reduction of 20% on commission charges since October also saved a large amount.

This association was the first to be opened of the fourteen producer-owned and controlled livestock agencies. It began business January 2, 1922, and during the first year handled 6,644 cars of livestock, and refunded 30% of its commissions. In 1923 it handled 11,101 cars and 40% of the commissions is to be refunded to members. The monthly business has grown from 250 cars to 1,100. Stock has been received from twelve states. However, the bulk of the shipments come from Illinois, Missouri and Iowa. About 450 livestock shipping associations, elevators and warehouses are members of the association, also about 3,000 individuals who have shipped direct to the agency. Any bona fide livestock producer consigning stock to the company is entitled to membership without cost. All the officers and directors are farmers and livestock men.

The second annual meeting of the organization was held January 15, and resulted in the reelection of the directors and officers.



TEN MILLION ANIMALS SOLD COOPERATIVELY AT TERMINAL MARKETS

Twenty-five farmer-controlled selling agencies established in nineteen livestock markets sold livestock during 1923 to the value of \$193,282,835. In round numbers 150,000 carloads, containing about ten million animals, were handled. Six of the selling agencies were started during 1923 and consequently were in operation but a portion of the year. Had they functioned for the entire year the figures given below would be much larger. In each of the two markets, South St. Paul and Kansas City, there were three farmers' agencies competing with each other, and in each of two other markets there were two agencies. The nineteen markets, arranged according to the total sales in each, are given below, with the number of selling agencies, the number of cars handled, the number of animals, and total sales.

Market	: Number of : : Agencies :	: Number of : : Cars :	: Number of : : Animals :	: Total : : Sales :
Chicago	: 2 :	: 22,190 :	: 1,473,886 :	: \$ 31,441,346 :
East St. Louis	: 2 :	: 24,205 :	: 1,891,969 :	: 30,930,854 :
South St. Paul	: 3 :	: 23,988 :	: 1,616,346 1/2 :	: 29,168,446 :
Indianapolis	: 1 :	: 12,322 :	: 909,032 :	: 15,748,151 :
St. Joseph, Mo.	: 1 :	: 12,529 :	: 849,666 :	: 15,410,814 :
Kansas City	: 3 1/2 :	: 13,241 :	: 266,436 1/2 :	: 15,220,704 :
Omaha	: 1 :	: 10,177 :	: 624,333 :	: 13,251,897 :
Buffalo	: 1 :	: 5,932 :	: 654,348 :	: 11,027,480 :
Sioux City	: 1 :	: 6,015 :	: 365,167 :	: 7,616,640 :
Detroit	: 1 :	: 4,654 :	: 376,356 :	: 7,000,000 :
Fort Worth	: 1 :	: 4,082 :	: 181,228 :	: 4,046,231 :
Cleveland	: 1 2/3 :	: - - - :	: 252,476 :	: 3,842,718 :
Peoria	: 1 :	: 2,116 :	: 144,250 :	: 2,524,786 :
Milwaukee	: 1 :	: 2,264 :	: 155,529 :	: 2,131,187 :
Denver	: 1 :	: 1,537 :	: 115,328 :	: 1,686,919 :
Pittsburgh	: 1 3/4 :	: 575 :	: 68,111 :	: 1,024,962 :
Sioux Falls	: 1 1/4 :	: 520 :	: 35,405 :	: 591,632 :
Evansville, Ind.	: 1 5/8 :	: 443 :	: 32,275 :	: 351,030 :
Oklahoma City	: 1 5/8 :	: 406 :	: 19,206 :	: 266,988 :
Total	: 25 :	: 147,796 :	: 10,031,349 :	: \$193,282,835 :

1. One began operating March 5, 1923.
2. Began operating May 15, 1923.
3. Began operating October 2, 1923.
4. Began operating May 3, 1923.
5. Began operating Sept. 1, 1923.
6. Began operating July 2, 1923.
7. Only two reporting.

In the table on the next page are given figures showing the number of animals of the different kinds handled by 23 of the 25 selling agencies, also the percentage distribution among the different kinds.

Selling Agency	Period: Covered:	Number of Animals Handled and Percentage Distribution				
		Total	Hogs	Sheep	Cattle	Calves
Central Coop. Commission Assn., St. Paul	Year	1,409,481	1,072,476	53,668	139,722	143,615
		100.0	76.1	3.8	9.9	10.2
Chicago Producers' Commission Assn.	Year	1,043,639	849,623	97,300	80,265	21,451
		100.0	81.0	9.3	7.7	2.0
Farmers' Livestock Comm., East St. Louis	Year	1,042,755	843,473	58,708	140,574	- - -
		100.0	80.9	5.6	13.5	
Producers' Commission Assn., Indianapolis	Year	909,032	799,006	26,902	38,358	44,766
		100.0	87.9	3.0	4.2	4.9
Farmers' Union Livestock Comm., St. Joseph	Year	849,666	737,920	37,384	74,362	- - -
		100.0	86.8	4.4	8.8	
Producers' Livestock Comm. Assn., E. St. Louis	Year	849,214	686,386	66,453	63,408	32,967
		100.0	80.8	7.8	7.5	3.9
Producers' Coop. Comm. Association, Buffalo	Year	654,348	51,182	453,142	15,710	134,314
		100.0	7.8	69.3	2.4	20.5
Farmers' Union Livestock Comm., Omaha	Year	624,335	544,278	26,520	53,535	- - -
		100.0	87.2	4.2	8.6	
Farmers' Union Livestock Comm., Chicago	Year	425,247	345,192	37,176	42,879	- - -
		100.0	81.2	8.7	10.1	
Michigan Livestock Exchange, Detroit	Year	376,356	212,597	82,389	27,860	53,010
		100.0	56.5	22.0	7.4	14.1
Farmers' Union and Producers' Assn., Sioux City	Year	365,167	337,324	3,928	23,415	- - -
		100.0	92.5	1.1	6.4	
Producers' Coop. Comm. Assn., Cleveland	7-1/2 mo.	252,476	187,752	41,050	6,360	17,314
		100.0	74.4	16.2	2.5	6.9
Producers' Commission Assn., Kansas City	10 mo.	203,304	125,306	17,085	54,607	11,306
		100.0	60.2	8.2	26.2	5.4
Farmers' Union Livestock Comm., S. St. Paul	Year	206,865	158,169	8,819	39,877	- - -
		100.0	76.5	4.2	19.3	
Cattle Raisers Prod. Comm. Co., Ft. Worth	Year	181,228	26,335	13,992	82,863	53,038
		100.0	14.5	7.7	45.7	32.1

(Continued on next page.)

Selling Agency	: Period: : Covered:	Number of Animals Handled and Percentage Distribution				
		Total	Hogs	Sheep	Cattle	Calves
Equity Coop. Livestock:		155,529	61,254	2,970	9,765	81,540
Sales Assn., Milwaukee:	Year	100.0	39.4	1.9	6.3	52.4
Producers' Commission:		144,250	135,348	489	3,099	4,814
Association, Peoria, Ill.	Year	100.0	94.2	.4	2.1	3.3
Farmers' Union Live-		115,328	91,743	10,192	13,393	- - -
stock Comm., Denver	Year	100.0	79.6	8.8	11.6	
Pittsburgh Cooperative:		68,111	54,216	8,833	2,447	2,615
Commission Assn.	3 mos.	100.0	79.6	13.0	3.6	3.8
United Livestock Ship-	Year	58,134	28,849	324	27,285	1,676
pers' Assn., Kansas City		100.0	49.6	.6	46.9	2.9
Producers' Commission:	8 mos.	35,405	34,423	40	875	67
Association, Sioux Falls		100.0	97.2	.1	2.5	.2
Evansville Producers'		32,275	28,518	533	1,811	1,363
Commission Co.	4 mos.	100.0	88.4	1.3	5.6	4.2
Producers' Commission:		19,206	12,032	144	5,611	1,419
Assn., Oklahoma City	6 mos.	100.0	62.7	.7	29.2	7.4

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#### CONTRACT VIOLATIONS BEING SETTLED OUT OF COURT

To January 19, the Oklahoma Cotton Growers' Association, Oklahoma City, Okla., had received 117,214 bales of cotton. The management calls attention to the fact that this quantity of cotton has been handled with approximately the same working force required last year to handle 65,000 bales. Experience in handling, together with additional machinery and equipment, has resulted in greater efficiency.

An increasing number of cases of violation of contracts are being settled out of court, largely through efforts of neighbor-members of the violators of contracts. By this arrangement an agreement is reached and the liquidated damages are paid by the member without the expense to himself or to the association of the court costs. Each member upon paying liquidated damages is required to sign an agreement to abide by his contract in the future and to pledge his loyalty to the association.

An article in the January 25 issue of the Oklahoma Cotton Grower, entitled "What happens at Oklahoma City office," is an effort to acquaint the membership with some of the details of the work of the association. The article is illustrated by a page of pictures showing various processes of the work.